

CONTRACT



KAYU
4600 S Regal St
Spokane, WA 99223
(509)448-2828

www.kayutv.com

And:

Sandler & Innocenzi
705 Prince Street
Alexandria, VA 22314

Contract / Revision 66361 / 2		Alt Order # 25330484
Product General		
Contract Dates 10/17/16 - 11/13/16	Estimate # 148	
Advertiser Mike Crapo for US Senator-ID		Original Date / Revision 10/14/16 / 10/17/16
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Station KAYU	Account Executive Kara Erickson	Sales Office Political Revenue
Special Handling		
Demographic Adults 35+		
		Total Ratings 62.70
IDB#	Advertiser Code 55	Product Code 106
Agency Ref	Advertiser Ref	

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
1	KAYU	10/17/16	11/04/16	M-F MORNING NEWS	M-F 7-730a		:30				NM	9	\$135.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	Week:	10/17/16	10/23/16	-TWTF--				3	\$15.00	0.40			
	Week:	10/24/16	10/30/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/31/16	11/06/16	MTWTF--				3	\$15.00	0.40			
2	KAYU	10/17/16	11/04/16	M-F MORNING NEWS	M-F 730-8a		:30				NM	9	\$135.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	Week:	10/17/16	10/23/16	-TWTF--				3	\$15.00	0.40			
	Week:	10/24/16	10/30/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/31/16	11/06/16	MTWTF--				3	\$15.00	0.40			
3	KAYU	10/17/16	11/04/16	M-F MORNING NEWS	M-F 8-830a		:30				NM	9	\$135.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	Week:	10/17/16	10/23/16	-TWTF--				3	\$15.00	0.40			
	Week:	10/24/16	10/30/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/31/16	11/06/16	MTWTF--				3	\$15.00	0.40			
4	KAYU	10/17/16	11/04/16	M-F MORNING NEWS	M-F 830-9a		:30				NM	9	\$135.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	Week:	10/17/16	10/23/16	-TWTF--				3	\$15.00	0.40			
	Week:	10/24/16	10/30/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/31/16	11/06/16	MTWTF--				3	\$15.00	0.40			
5	KAYU	10/17/16	11/04/16	M-F 9-10a	M-F 9-10a		:30				NM	9	\$90.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	Week:	10/17/16	10/23/16	-TWTF--				3	\$10.00	0.30			
	Week:	10/24/16	10/30/16	MTWTF--				3	\$10.00	0.30			
	Week:	10/31/16	11/06/16	MTWTF--				3	\$10.00	0.30			
6	KAYU	10/17/16	11/04/16	M-F 11a-12p	M-F 11a-12p		:30				NM	9	\$135.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	Week:	10/17/16	10/23/16	-TWTF--				3	\$15.00	1.00			
	Week:	10/24/16	10/30/16	MTWTF--				3	\$15.00	1.00			
	Week:	10/31/16	11/06/16	MTWTF--				3	\$15.00	1.00			
E 7	KAYU	10/17/16	11/04/16	M-F 7-730p	M-F 7-730p		:30				NM	4	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	Week:	10/17/16	10/23/16	-TWTF--				2	\$200.00	3.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

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Non-Discrimination Policy: [Licensee] and its station(s) do not discriminate in advertising contracts on the basis of race or ethnicity, and will not accept any advertising which is intended to discriminate on the basis of race or ethnicity. Advertiser represents and warrants that it is not purchasing advertising time from [Licensee] or its station(s) that is intended to discriminate on the basis of race or ethnicity.



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<u>Contract / Revision</u>		<u>Alt Order #</u>
66361 / 2		25330484
<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
10/17/16 - 11/13/16	General	148
<u>Advertiser</u>		<u>Original Date / Revision</u>
Mike Crapo for US Senat		10/14/16 / 10/17/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
1	KAYU	10/17/16-10/23/16		M-F 7-730p	M-F 7-730p	-TuWThF----	:30		\$200.00	3.00	NM		
See MG 7.7,7.8													
2	KAYU	10/17/16-10/23/16		M-F 7-730p	M-F 7-730p	-TuWThF----	:30		\$200.00	3.00	NM		
See MG 7.7,7.8													
7	KAYU	10/17/16-10/23/16		Wed 9-930p	Wed 9-10p	---W-----	:30		\$200.00	3.00	NM		
Ⓜ MG for 7.1,7.2													
8	KAYU	10/17/16-10/23/16		Wed 930-10p	Wed 9-10p	---W-----	:30		\$200.00	3.00	NM		
Ⓜ MG for 7.1,7.2													
Week: 10/24/16		10/30/16		-----				0	\$0.00	0.00			
Week: 10/31/16		11/06/16		MTWTF--				2	\$200.00	3.00			
E 8	KAYU	10/17/16	11/04/16	M-F 730-8p	M-F 730-8p		:30				NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week: 10/17/16		10/23/16		-TWTF--				2	\$200.00	3.60			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
1	KAYU	10/17/16-10/23/16		M-F 730-8p	M-F 730-8p	-TuWThF----	:30		\$200.00	3.60	NM		
See MG 9.7,9.8,9.9													
2	KAYU	10/17/16-10/23/16		M-F 730-8p	M-F 730-8p	-TuWThF----	:30		\$200.00	3.60	NM		
See MG 9.7,9.8,9.9													
Week: 10/24/16		10/30/16		-----				0	\$0.00	0.00			
Week: 10/31/16		11/06/16		MTWTF--				2	\$200.00	3.60			
E 9	KAYU	10/17/16	11/04/16	M-F Late News	M-F Late News		:30				NM	6	\$1,420.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week: 10/17/16		10/23/16		-TWTF--				2	\$170.00	1.80			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
1	KAYU	10/17/16-10/23/16		M-F Late News	M-F Late News	-TuWThF----	:30		\$170.00	1.80	NM		
See MG 9.7,9.8,9.9													
2	KAYU	10/17/16-10/23/16		M-F Late News	M-F Late News	-TuWThF----	:30		\$170.00	1.80	NM		
See MG 9.7,9.8,9.9													
Week: 10/24/16		10/30/16		MTWTF--				2	\$170.00	1.80			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
4	KAYU	10/24/16-10/30/16		M-F Late News	M-F Late News	MTuWThF----	:30		\$170.00	1.80	NM		
See MG 9.7,9.8,9.9													
7	KAYU	10/17/16-10/23/16		NFL Early	NFL Early Game	-----Su	:30		\$700.00	0.00	NM		
Ⓜ MG for 8.2,9.2,9.1,8.1,9.4													
8	KAYU	10/17/16-10/23/16		NFL Pre	NFL Pregame	-----SaSu	:30		\$175.00	0.00	NM		
Ⓜ MG for 8.2,9.2,9.1,8.1,9.4													
9	KAYU	10/17/16-10/23/16		Sun 6-630p	Sun 6-630p	-----Su	:30		\$35.00	0.00	NM		
Ⓜ MG for 8.2,9.2,9.1,8.1,9.4													
Week: 10/31/16		11/06/16		MTWTF--				2	\$170.00	1.80			
10	KAYU	10/24/16	10/30/16	Fri 9-930p	Fri 9-930p		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week: 10/24/16		10/30/16		----F--				1	\$200.00	3.00			
11	KAYU	10/24/16	10/30/16	Seahawks All Access	Seahawks All Acce		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week: 10/24/16		10/30/16		-----S-				1	\$200.00	3.00			
12	KAYU	10/24/16	10/30/16	Fri 930-10p	Fri 930-10p		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week: 10/24/16		10/30/16		----F--				1	\$200.00	3.00			
13	KAYU	10/24/16	10/30/16	Sun 930-10p	Sun 930-10p		:30				NM	1	\$200.00

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>				
Week:		10/24/16	10/30/16	-----S				1	\$200.00	3.00				
Totals										62.70			70	\$4,185.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/26/16 - 10/30/16	46	\$2,790.00	(\$418.50)	\$2,371.50
10/31/16 - 11/04/16	24	\$1,395.00	(\$209.25)	\$1,185.75
Totals	70	\$4,185.00	(\$627.75)	\$3,557.25

Signature: _____ **Date:** _____

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